

FIG. 1

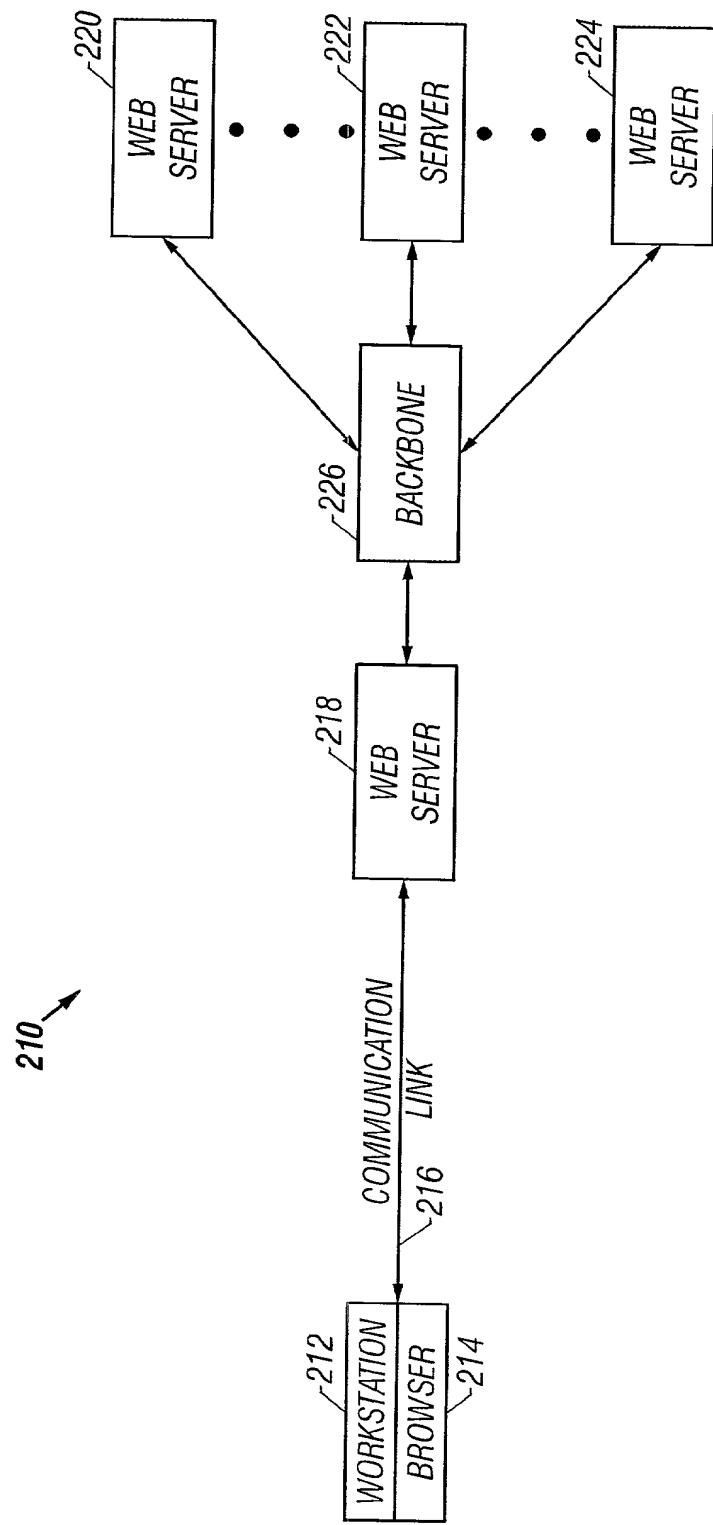


FIG. 2

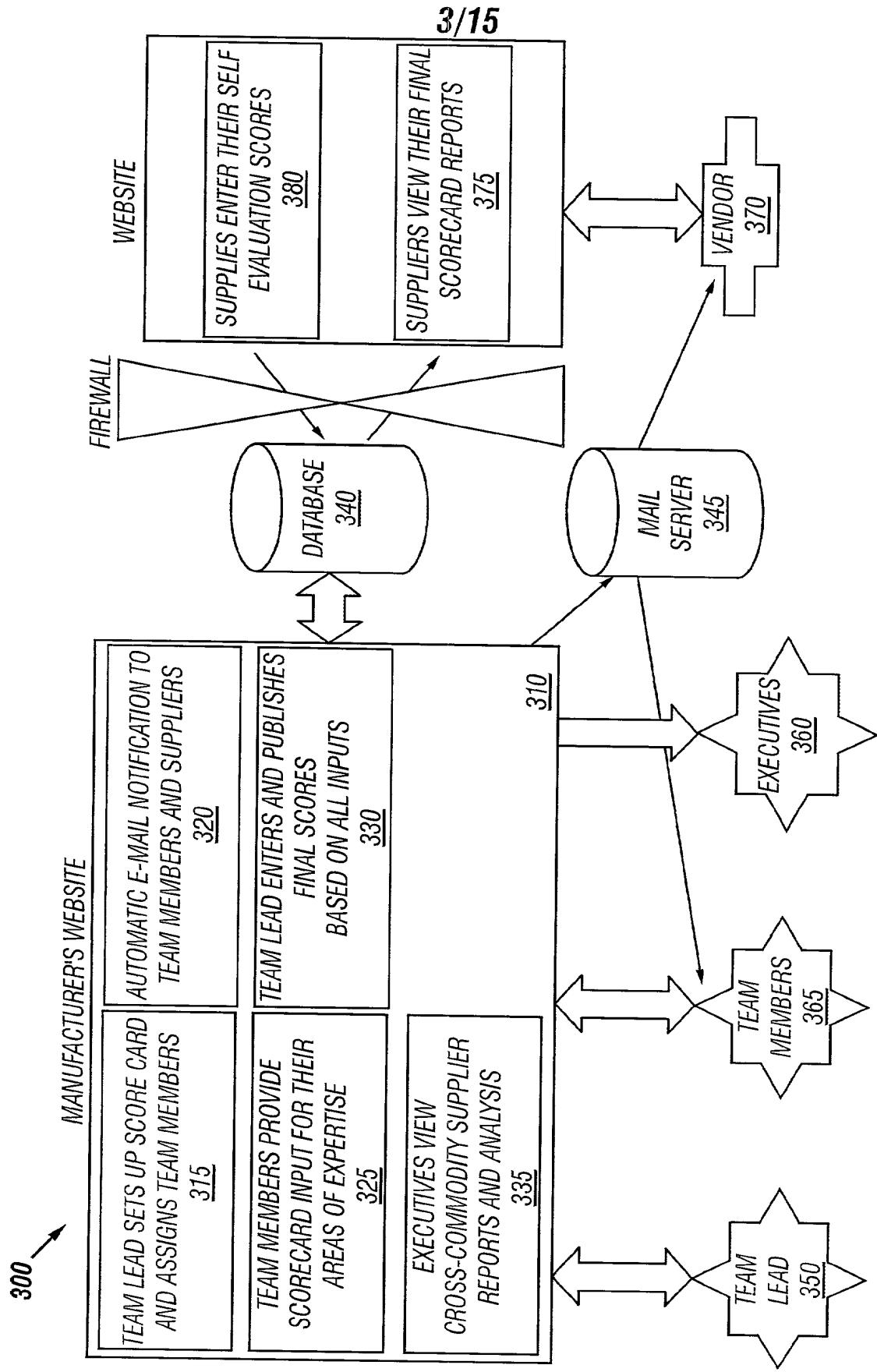


FIG. 3

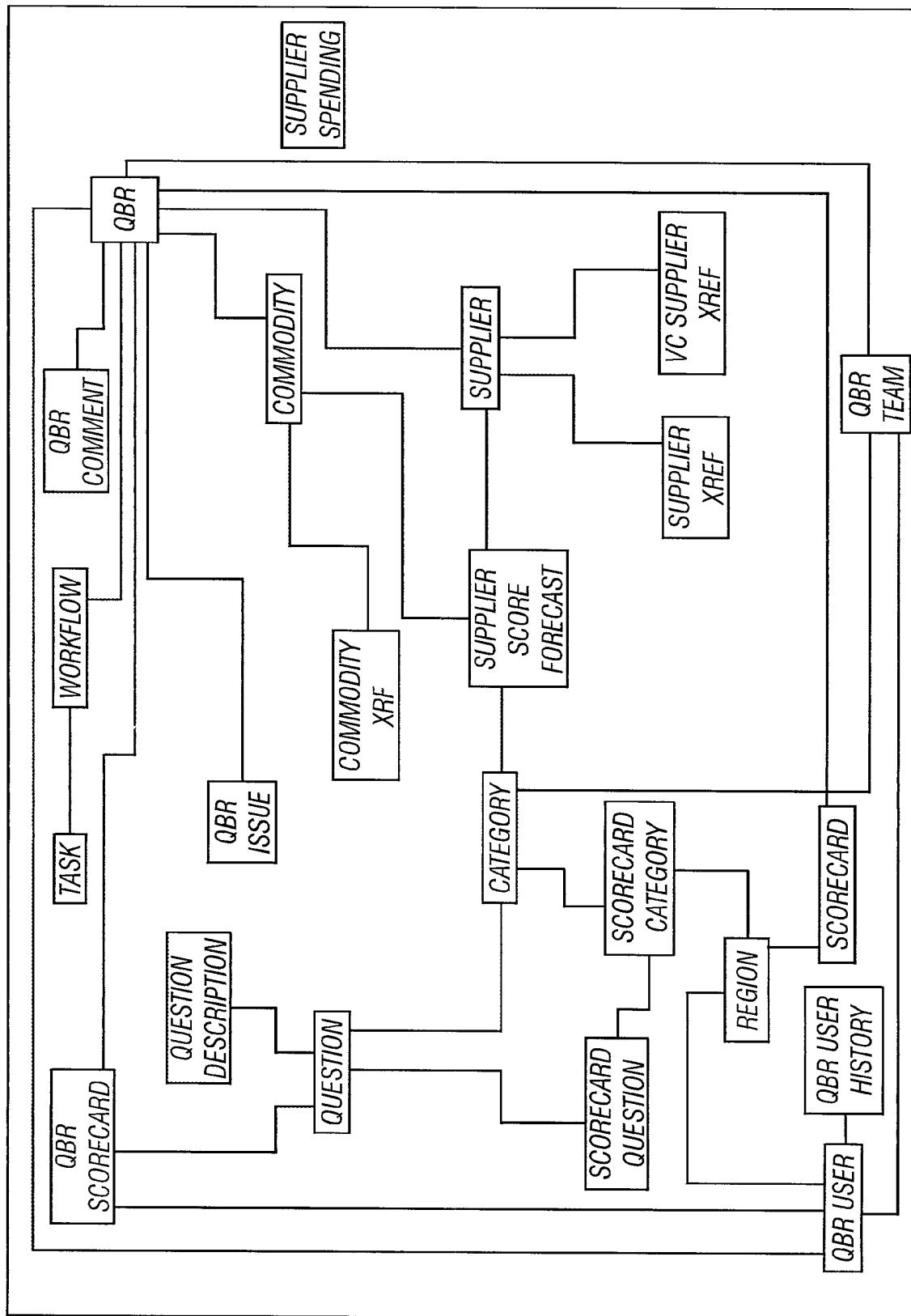


FIG. 4

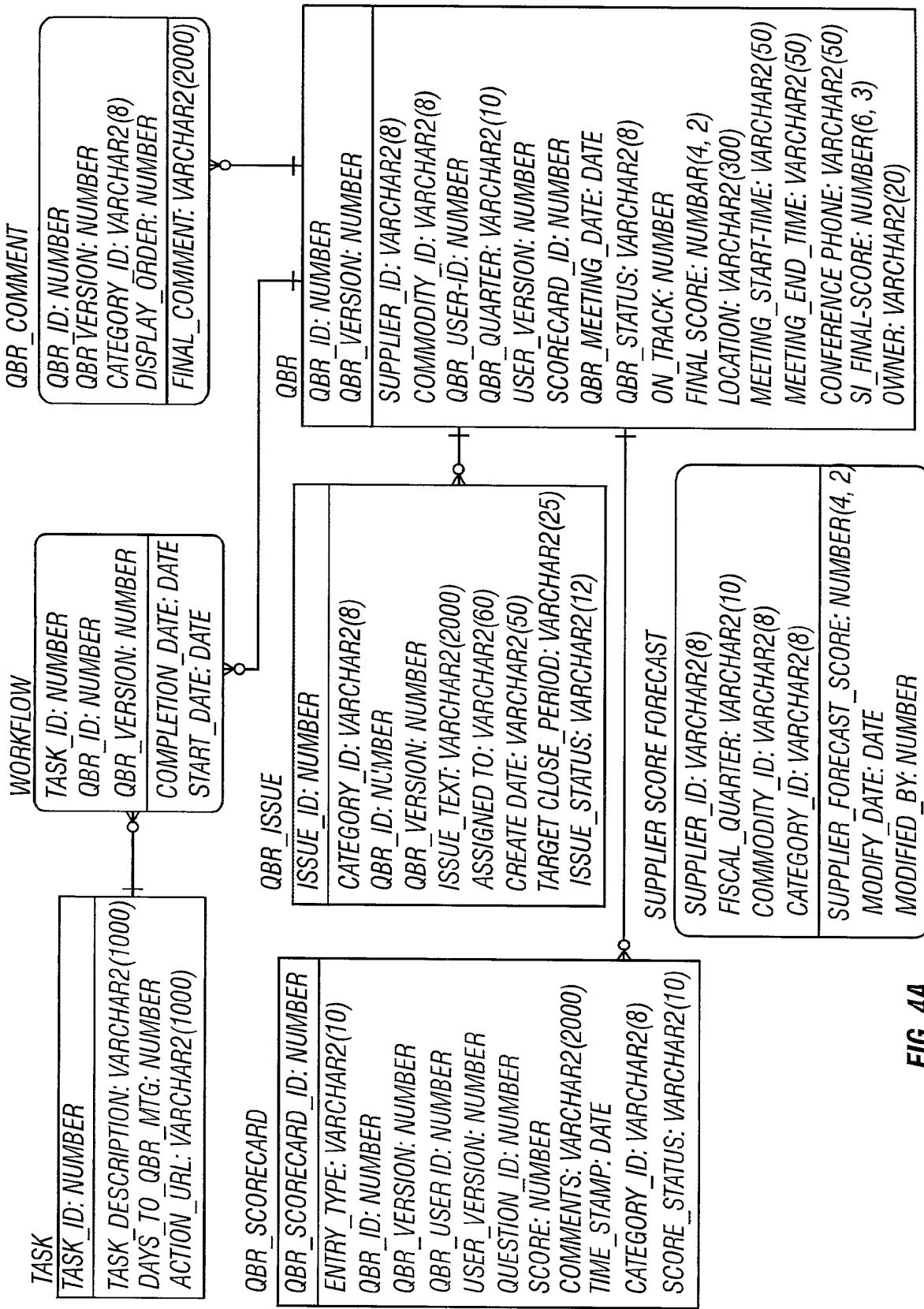


FIG. 4A

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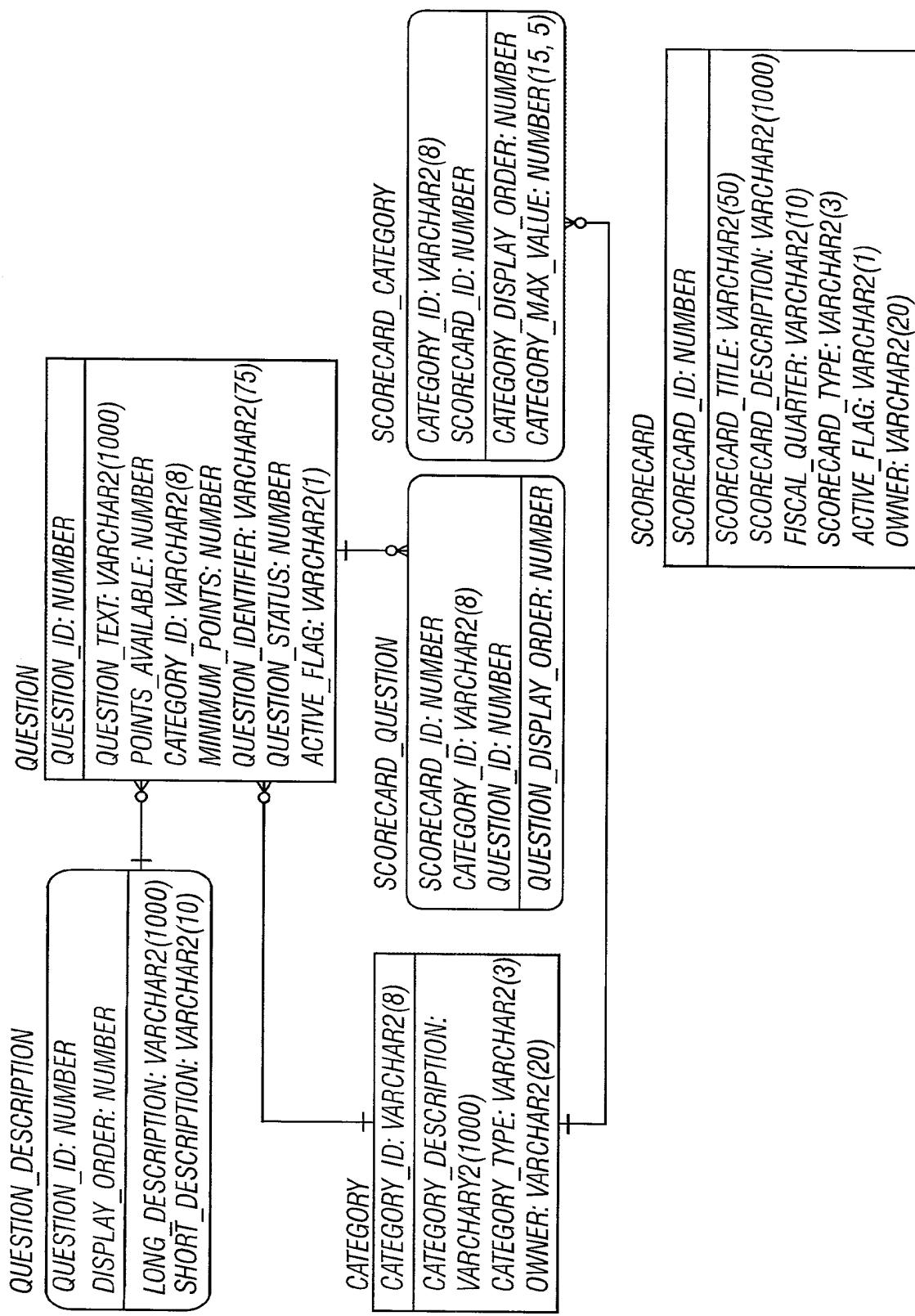


FIG. 4B

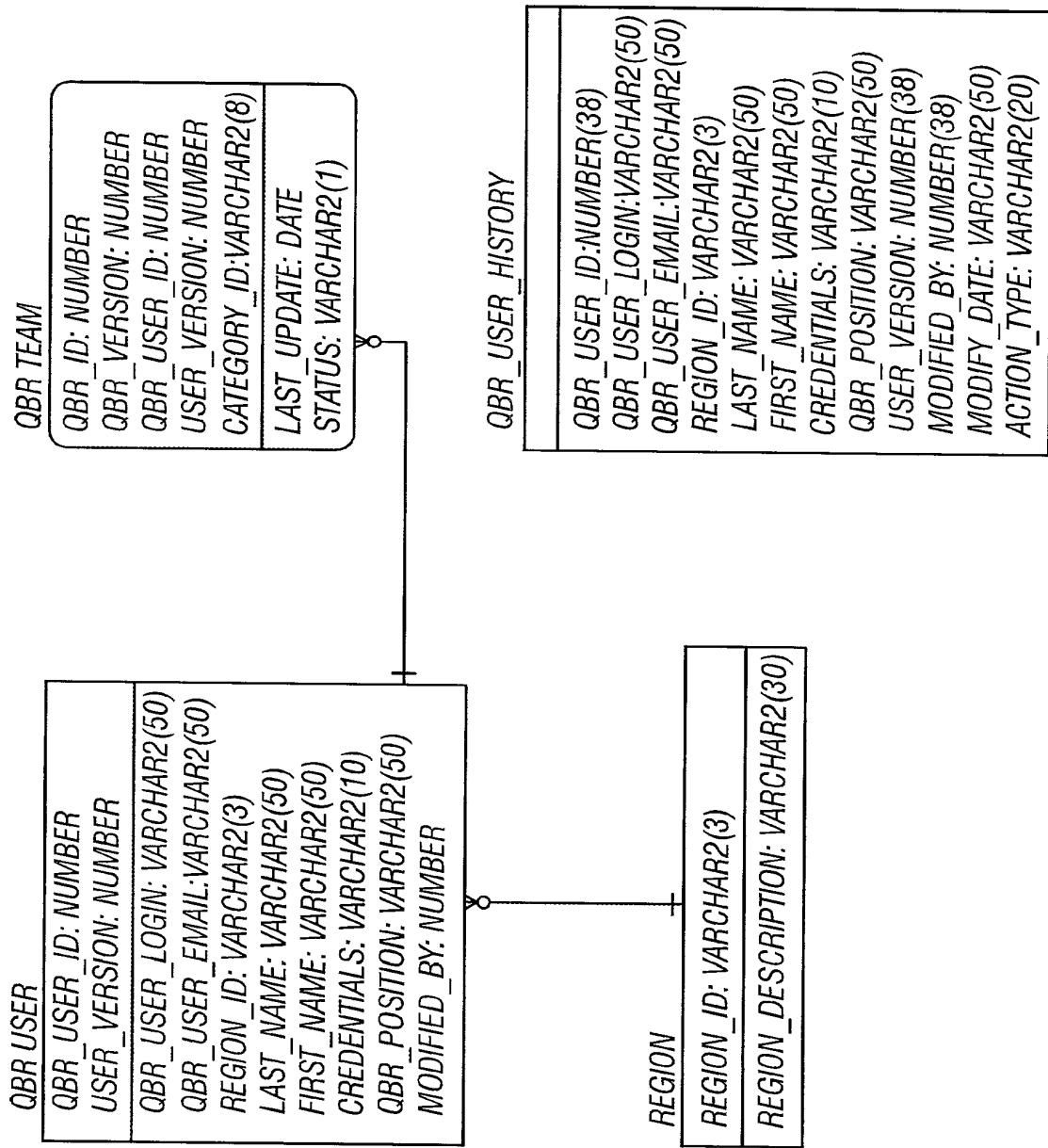


FIG. 4C

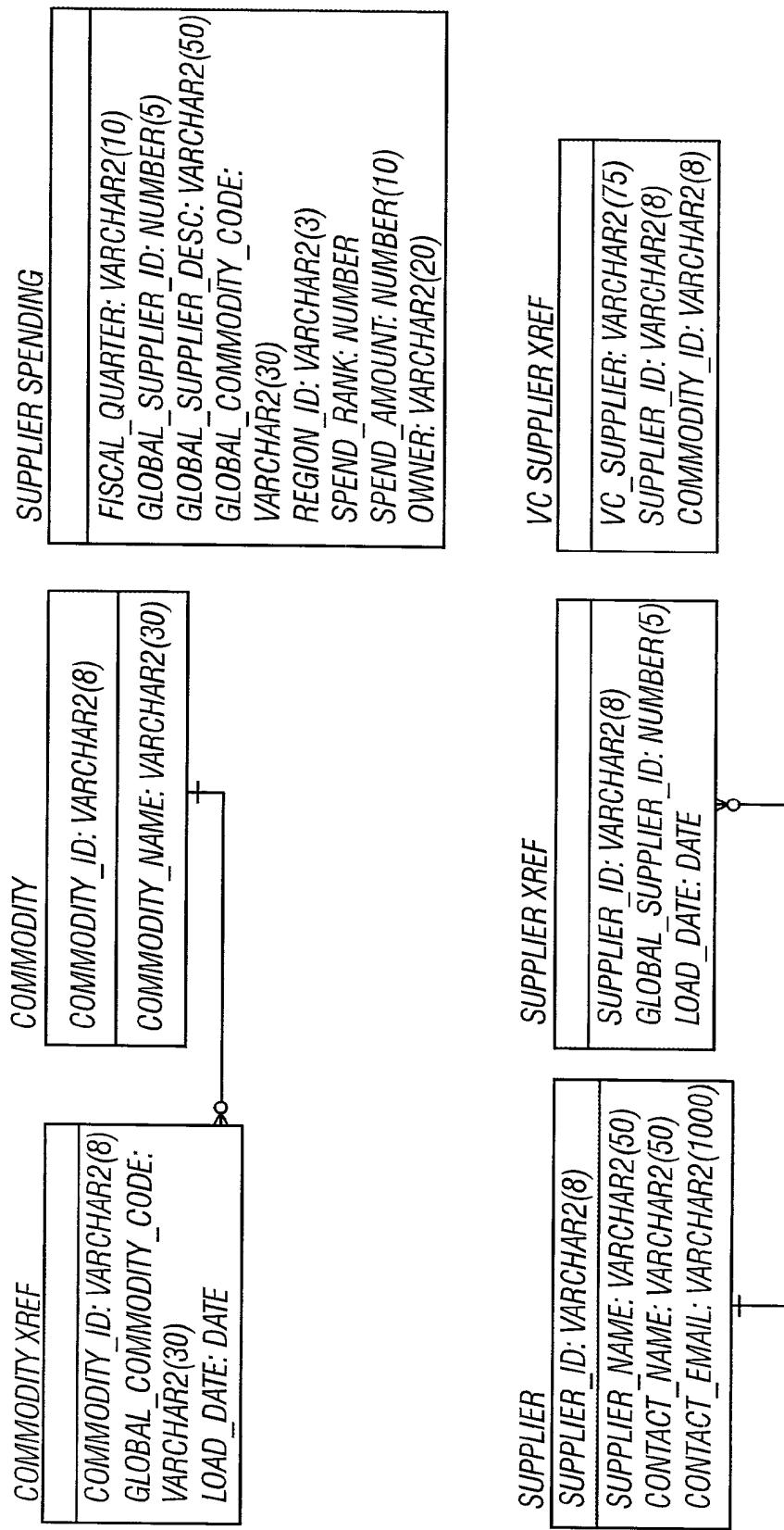


FIG. 4D

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Home

Current QBR Status: Open

Enter/Modify Your Scores

Scorecard Progress

View Completion Status & Score Summary

Issues and Corrective Action

Send E-Mail Supplier Self evals/Reminder e-mails to QBR team

Scorecard Reporting

Blank Scorecard

All Team Member's and Supplier's Comments

Issues and Corrective Action Summary and Score Forecast Graph

Summary Statistics

Final Scorecard: Overall Summary & Graph and Supplier Scores

Final Scorecard: Question Scores by Category with Metrics, Graph & Supplier Scores

Final Scorecard: Question Scores Only

Supplier Self Evaluation: Question Scores Only

FIG. 5

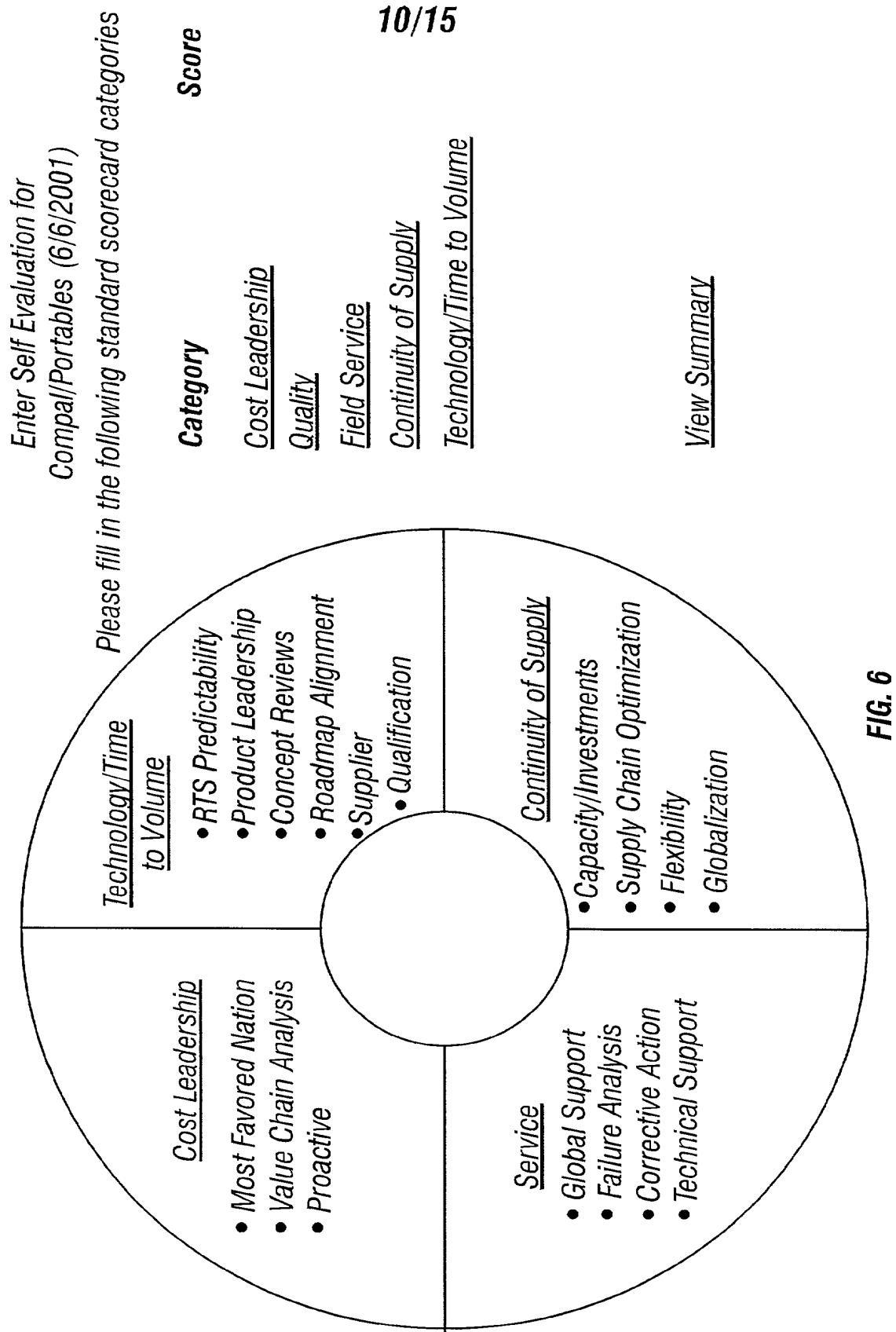


FIG. 6

Scorecard Category	Point Range	Point Awarded
A) Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE) Elisa Sumner (AMF/DEV)	0 to 10 pts	8
B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE): Elisa Sumner (AMF/DEV)	0 to 6 pts	6
C) Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE) Elisa Sumner (AMF/DEV)	0 to 2 pts	2
D) COSTED BOM (WWP TO SCORE) Elisa Sumner (AMF/DEV)	0 to 2 pts	2
	Average Score	11/15
	Point Range	18
	Point Awarded	18

Edit Final Scores: Cost Leadership

Scorecard Menu **Select Scorecard Category**

Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell

Elisa Sumner: Has the supplier demonstrates cost competitiveness by (WWP TO SCORE)

FIG. 7 **Submit**

Scorecard Comment Summary

Cost Leadership

Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)

Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell

Has the supplier demonstrates cost competitiveness by (WWP TO SCORE)

Elisa Sumner: Provide monthly detailed cost and all quote information in required format and on time

Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE):

Elisa Sumner:

COSTED BOM (WWP TO SCORE)

*Elisa Sumner: Final N/A TBD 1) Supplier provides detailed costed BOM
Field Service*

Total field quality performance is maximized due to close working relationships with the Field Service Organization and Dell's Designated 3rd party provider.

Eric Michlowitz: They don't work well

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FIG. 8

[Edit Score Forecasts](#)
[Home](#) [Scorecard Menu](#)

		FY2000 Q2	FY2000 Q3	FY2000 Q4	FY2001 Q1	FY2001 Q2	FY2001 Q3
		Forecast	Actual	Forecast	Actual	Forecast	Actual
<i>Cost Leadership (20 pts)</i>		—	—	—	—	—	—
<i>Quality (25 pts)</i>		—	—	—	—	—	—
<i>Field Service (15 pts)</i>		—	—	—	—	—	—
<i>Continuity of Supply (20 pts)</i>		—	—	—	—	—	—
<i>Technology/Time to Volume (20 pts)</i>		—	—	—	—	—	—

[Save forecasted scores](#)

FIG. 9

General WWP Reports:
Scheduled QBR List & Individual QBR Access
View All Blank Scorecards

Commodity Reports:

List Final Scores by Quarter
Regional Breakdown of Individual QBR Scores
Issues and Corrective Actions
Supplier/Commodity Comparison
Supplier Performance vs Share of TAM
Supplier's Share of TAM Over Time

Inter-Commodity Executive Reports:

Supplier Performance over time
Quartile Comparison Report
Inter-Commodity Comparison Over Time
Overall Results for Suppliers by Spend
Top 5/Bottom 5 Finals Scores by Quarter

List of Issues for specific supplier/commodity pairs
Graph displaying performance for all suppliers within commodity
Graph displaying supplier spending within commodity

FIG. 10

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Performance vs Share of TAM
Commodity: Hard Disk Drives

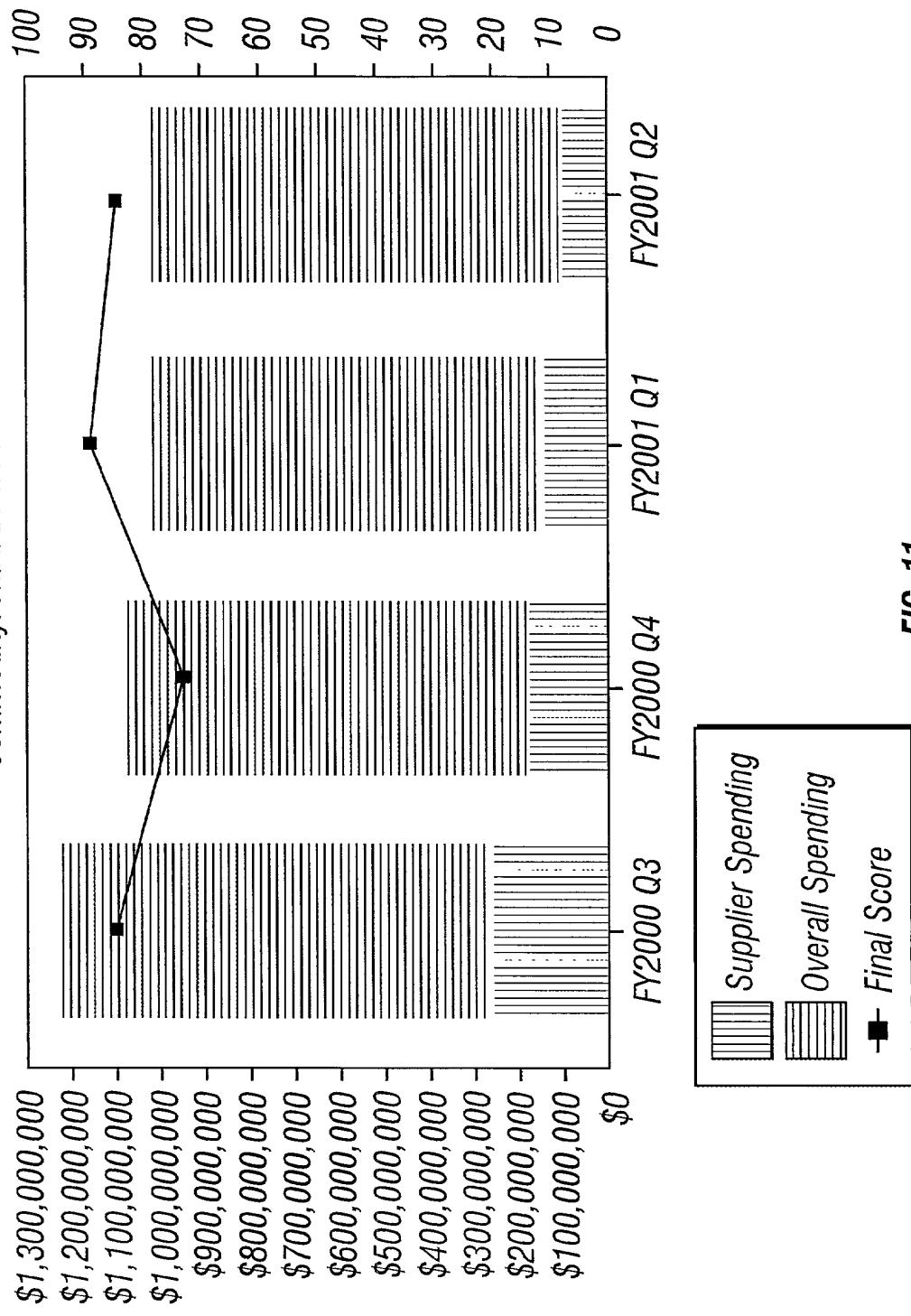


FIG. 11